

Maryland Telemedicine Task Force

An Update

Friday, June 13, 2014



The MARYLAND
HEALTH CARE COMMISSION

Discussion Topics

- Overview of the Maryland Telemedicine Task Force
- Telehealth definition
- Advisory Group
- Next Steps

Maryland Telehealth Landscape

Where is adoption today?

- **Fragmented adoption:** acute care hospitals ~ 61 percent; physicians ~ 12 percent
- **Minimal use:** ~ 50 providers submitted ~ 78 telemedicine claims to State-regulated payors from October 1, 2012 through June 30, 2013

Why is adoption so low?

- Existing fee-for-services payment models incentivize volume-based care and do not provide incentives for restructuring methods of care delivery for telehealth use 3

Overview - Maryland Telemedicine Task Force

Task Force Background

- **Created in 2010 in response to recommendations from the Maryland Department of Health and Mental Hygiene and the Maryland State Advisory Council on Heart Disease and Stroke**
- **In 2011, the task force expanded to three advisory groups and made recommendations for advancing telehealth, which resulted in two laws**
- **In 2013, State law required MHCC to reconvene the task force to develop recommendations to advance telemedicine in the State**

2014 Task Force

Charge: Identify opportunities for telemedicine to improve health status and care delivery

- **Clinical Advisory Group**

Recommendations for Innovative Telehealth Use Cases

- **Finance and Business Model Advisory Group**

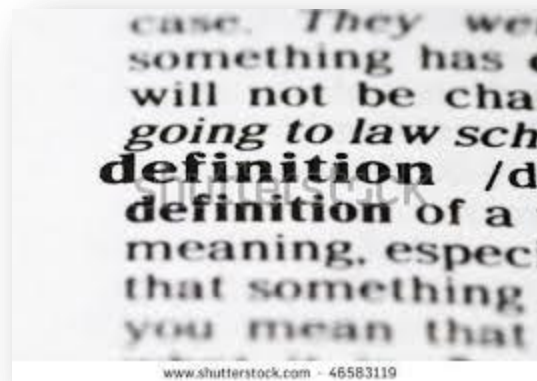
Recommendations for mitigating telehealth financial and business model challenges

- **Technology Solutions and Standards Advisory Group**

Recommendations for Telehealth Provider Directory

Tele__Definition

What are we talking about?



Existing Definitions

Telemedicine

- The use of medical information exchanged from one site to another via electronic communications to improve a patient's clinical health status
(American Telemedicine Association)

Telehealth

- The use of electronic information to support long-distance clinical health care, patient and professional health-related education, public health and health administration
(Health Resources and Services Administration)

Merging the Definitions

Rationale

- A combined definition is needed to reflect innovations as a result of health care reform

Recommended draft Maryland Definition

- Telehealth is the delivery of health education and services, using telecommunications and related technologies in coordination with a health care professional

Clinical Advisory Group

Innovative Telehealth Use Cases

Clinical Advisory Group

Recommendations regarding a set of use cases for inclusion in new models of care delivery, supported by existing technology facilitated by a provider directory

The innovative telehealth use cases will...

- **Have the greatest impact upon populations in need or at risk, high volume disease states, and/or preventive care**
- **Be consistent with health care reform, enhance population health management, and reduce hospitalizations**
- **Be implementable, testable, and cost effective**

Innovative Telehealth Use Cases

- **Improve transitions of care between acute and post acute settings through telehealth**
- **The use of telehealth to manage hospital Prevention Quality Indicators**
- **Incorporate telehealth in hospital innovative payment and service delivery models through ambulatory practice shared savings programs**
- **Require payor-based advanced care delivery programs to factor in reimbursement for telehealth by primary care providers and specialists**

Future Innovative Telehealth Use Cases

- **Telehealth included in inter-hospital transport of critically ill, high risk patients with physician virtual presence or acute support for the first responders, as needed**
- **Public health screening, monitoring and documentation with immediate information exchange**

Future Innovative Telehealth Use Cases *Continued*

- **Telehealth in schools for management of asthma, diabetes, obesity, and behavioral health**
- **Telemonitoring and telemanagement for both routine and high-risk pregnancies**
- **Widespread deployment of medical kiosks that are connected to health care professionals and the statewide HIE**

Finance and Business Model Advisory Group

*Business Model and Financial Challenges of
Implementing the Use Cases*

Business Model and Financial Challenges

- **Available hospital funds needed to establish a program that includes performance goals and quality metrics sizable enough to be of interest to ambulatory practices**
- **Scheduling and funding for health care providers to be available on demand**
- **Human resource (staffing, training, etc.)**
- **Health care service deliver transformation and redesign**
- **Reimbursement methodology**
- **Technology investment and maintenance**

Technology Solutions and Standards Advisory Group

Telehealth Provider Directory

Telehealth Provider Directory

- **Identify health care providers that are rendering services using telehealth**
 - **Services**
 - **Specialties**
 - **Scheduling availability**
 - **Bio and photo**
 - **Technical contact**
- **Be available to both health care providers and consumers**
- **Include disclaimers to clearly state the intent of the directory**

Next Steps

Moving Forward

- **July – finalize recommendations from the task force**
- **August – gather stakeholder input on the final draft recommendations**
- **September – finalize the draft legislative report**
- **November – submit the final legislative report to the Governor and General Assembly prior to the December 1st due date**

Thank You!



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